

Program Goals

- ▶ Furnish technical and business assistance to small disadvantaged businesses (SBDs) and firms that employ the severely disabled
- ▶ Enhance the capabilities to these firms as both prime contractors and subcontractors
- ▶ Facilitate the formation of long term alliances between mentors and their protégés



Air Force Perspective

The MP Center of Excellence is located at Brooks AFB. The Center is a dedicated organization providing AF wide program support.

- ▶ AFMPCOE Goals - The Center of Excellence has the following primary goals:
 - ▶ Mission Related Agreements
 - ▶ Better Price
 - ▶ Reduced Acquisition Lead Time

**FORMING
POSITIVE
PARTNERSHIPS**



United States Air Force Mentor-Protégé “Center of Excellence”

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**FORMING
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PARTNERSHIPS**

United States Air Force



Mentor - Protégé Program



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FACTS

- ▶ A broad range of industries are represented in the MPP:
 - ▶ Environmental Services
 - ▶ Manufacturing
 - ▶ Information Systems
 - ▶ Engineering Services

ELIGIBLE PARTICIPANTS

- ▶ Qualifying Mentor Must:
 - ▶ Have at least one active subcontracting plan with any Federal Agency
 - ▶ Be eligible for award of Federal contracts
- ▶ Qualifying Protégé must be:
 - ▶ Certified by SBA as a Small Disadvantaged Business (SDB) concern, 8(a) firms; or
 - ▶ Qualified organization employing the severely disabled or
 - ▶ Woman-owned small business

PROGRAM STRUCTURE

- ▶ Mentor firms are solely responsible for selecting their protégé(s)
- ▶ Protégé firm may have only one active DoD MP agreement
- ▶ Mentor application and signed MP agreement must be approved by OSD (SADBU)



BENEFITS TO THE MENTOR

- ▶ Develop long term business relationship with SDB concerns
- ▶ Develop an effective and high quality SDB subcontracting pool
- ▶ Enhance technical capabilities of both firms
- ▶ Pursue new market opportunities as MP team
- ▶ Issue subcontracts to protégé on a non-competitive basis
- ▶ Gain a source selection/past performance evaluation factor
- ▶ Receive cost reimbursement and/or SDB credit

BENEFITS TO THE PROTÉGÉ

- ▶ Technology transfer
 - ▶ Engineering and technical training (e.g., production, ISO, and quality assurance)
- ▶ Business infrastructure enhancement
- ▶ Develop long term business relationship with Prime Contractor
- ▶ Expands subcontracting opportunities
- ▶ Business development and planning training
- ▶ Protégé may leverage technical expertise of mentor to bid on SB set-aside contracts
- ▶ Improve competitive advantage
- ▶ Use MP as a marketing tool

CONTACT INFORMATION

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AF Mentor-Protégé Home Page

www.brooks.af.mil/HSW/BC/MP

DoD Mentor-Protégé Home Page

www.acq.osd.mil/sadbu/mentor_protege/

DoD Mentor-Protégé Program Hotline

(703) 588-8635

AF Small Business Home Page

<http://selltoairforce.org/>

